

## Scorecard

# WMS ROI Reality Check

36-Hole Scorecard for Cost, Throughput, Working Capital, System Alignment, Risk Exposure, and Sustainable Financial Performance

# WMS ROI Reality Check Scorecard

How to play: Rate each area like a hole on the course. Lower scores are better.

1 = On Track (Par or Better)    2 = Minor Gaps (Bogey)  
 3 = At Risk (Double Bogey)    4 = Significant Issues (Triple Bogey+)

Hole	Area	Your Score (1-4)			
<b>Front Nine: Cost and Throughput Performance Driving Margin</b>					
1	Cost per order visibility across customers, channels, and fulfillment methods	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
2	Labor cost scaling compared to order volume growth and demand variability	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
3	Throughput measured against labor efficiency and productivity targets	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
4	Overtime dependency indicating capacity planning and cost control gaps	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
5	Pick and pack productivity consistency across shifts, zones, and facilities	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
6	Order cycle time performance against service level agreements	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
7	Cost leakage from inefficiencies, rework, delays, and process breakdowns	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
8	Automation utilization compared to expected return and case assumptions	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
9	Throughput stability during peak demand without disproportionate costs	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
<b>Second Nine: Inventory, Working Capital Efficiency, and Financial Exposure</b>					
1	Inventory accuracy across system and physical locations impact	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
2	Inventory turns relative to financial targets and benchmarks	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
3	Excess and obsolete inventory tying up working capital	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
4	Stockout frequency and impact on revenue and penalties	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
5	Visibility into inventory carrying costs across products and locations	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
6	Shrinkage, write-offs, and loss trends impacting margin	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
7	Replenishment efficiency aligned to demand signals	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
8	Forecast accuracy compared to actual demand impact	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
9	Financial impact of safety stock on working capital	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4

# WMS ROI Reality Check Scorecard

How to play: Rate each area like a hole on the course. Lower scores are better.

1 = On Track (Par or Better)    2 = Minor Gaps (Bogey)  
 3 = At Risk (Double Bogey)    4 = Significant Issues (Triple Bogey+)

Hole	Area	Your Score (1-4)			
------	------	------------------	--	--	--

## Third Nine: System Alignment, Operational Control, and Financial Risk

1	Alignment of warehouse systems with operational workflows	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
2	Reliance on manual workarounds and associated labor cost	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
3	Integration visibility across WMS, ERP, TMS, and automation	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
4	Ability to measure financial impact of system downtime	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
5	Risk exposure related to system upgrades and changes	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
6	Testing and validation maturity protecting operational performance	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
7	Real-time operational visibility supporting financial decisions	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
8	Effectiveness of exception management reducing disruption cost	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
9	Alignment between financial reporting and operational performance	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4

## Final Nine: ROI Realization, Scalability, and Long-Term Financial Performance

1	Post-go-live ROI tracking ensuring expected financial outcomes	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
2	Trends in labor efficiency and cost reduction over time	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
3	Ability to scale operations without proportional cost increases	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
4	Continuous improvement processes sustaining performance gains	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
5	Alignment between corporate strategy and warehouse execution	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
6	Visibility into ROI across systems and automation investments	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
7	Speed to value from new initiatives and changes	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
8	Risk mitigation strategies for peak periods and disruptions	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4
9	Executive confidence in operational data for decisions	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4

# WMS ROI Reality Check Scorecard

## Scorecard Results

- 36-63 | Under Par (Strong Performance)  
You are operating from a position of strength. Systems, processes, and operations are aligned and delivering expected financial outcomes.  
*What it means: Performance is stable, but maintaining alignment is critical to sustaining ROI over time.*
- 64-90 | Slightly Over Par (ROI at Risk)  
Performance is generally stable, but early signs of misalignment are emerging across operations and systems.  
*What it means: Small inefficiencies can compound, impacting cost, throughput, and margin if not addressed.*
- 91-117 | Over Par (Underperforming)  
Gaps between systems, processes, and execution are affecting performance and financial outcomes.  
*What it means: Misalignment is driving increased cost, reduced throughput, and pressure on service levels.*
- 118-144 | Off Course (High Risk)  
Significant breakdowns are impacting operational performance, financial visibility, and scalability.  
*What it means: Your WMS and supporting systems may be introducing risk, increasing cost, and limiting ROI.*

Final Score

Total Score: \_\_\_\_ / 144

## Ready to Improve Your Score?

A scorecard is a starting point. The real value comes from understanding what is driving the gaps and how to address them in a way that aligns with your operations.

At Tryon Solutions, we work with teams to connect system performance to real operational outcomes so improvements are practical, measurable, and sustainable.

If you want to take a closer look at your results, we can walk through your scorecard together, identify where risk or inefficiency may be building, and outline next steps to improve performance.

[Improve Your WMS ROI](#)